

DD/A Registry  
86-0570X

## ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Coffee Price Increases

FROM:

Chairman, Cafeteria Committee  
2D50 HQS

EXTENSION

NO.

DATE

24 March 1986

TO: (Officer designation, room number, and building)

DATE

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

RECEIVED

FORWARDED

1. All Cafeteria Committee Members

2. ODDA 7D18

3. C/FMD/OL 3E14

4. ODDS&amp;T 6E45

5. ODDO BS-7

6. ODDI 7E47

7.

8.

9. EXO/DDA

28 MAR 1986

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10. ADDA

28 MAR 1986

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11. DDA

28 MAR 1986

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12. DA/PLANS

3/31  
3/31

MS

13. DA/MS

MS

14. DA/CMS

✓

15. DDA REG.

The attached is a thoughtful and complete response to our concerns regarding the recent rise in the price of coffee. While we do not fully accept this as a basis for a 29% rise in the price of a cup of coffee, we appreciate the price comparison.

Copies of this letter and the price comparison chart should be disseminated to your constituents.

We are forwarding copies to the info addressees for possible further wider dissemination.

cc: ODDA  
C/FMD/OL  
ODDS&T  
ODDO  
ODDI

cc: each DA office director

45 IL



March 13, 1986

Central Intelligence Agency  
20250  
Washington, D.C. 20505

RE: Coffee Price Increases

Dear [redacted]

In order to effectively answer your question about the coffee price increase, I feel I should also address price increases on several menu items that occurred approximately a week after the coffee price was implemented.

Generally, when selling prices are increased at retail stores, restaurants, cafeterias, etc. direct product cost is only one of the criteria considered. In making the adjustments mentioned above, additional factors were dramatic increases in several of our operating costs since we last increased prices in 1983. We have had tremendous increases (175% in 1986) in the cost of public liability insurance. Other insurance costs, medical, workman's compensation, and property have increased substantially as well. I'm sure that you have read of the number of businesses, and municipalities that are having terrible problems because of increased insurance costs. In addition to runaway insurance costs, there have been six union contract-mandated wage increases for cafeteria workers since our 1983 price increase. Of course, costs for other operating supplies have increased as well over the years.

In the case of coffee, since the cost of coffee has increased very rapidly recently, it was a logical choice for price adjustment to help offset its product cost and other operating cost increases. On January 4, 1986, our cost per pound of coffee was \$2.70. By March 10, 1986 our cost had increased to \$3.42 per pound, an increase of 33.6%. The selling price of coffee was last increased in January of 1983. Selling prices of some of the other menu items recently adjusted, had not been changed since 1982. Overall, our prices are well within the competitive range of prices charged in other similar locations. For perspective and comparison, I have enclosed for your review a recent comparative shopping report of government cafeterias operated by other contractors.

Guest Services, Inc., remains a public benefit corporation. We operate the Langley facility as part of a contract with GSA that places an absolute cap on profit that can be made. Price increases were implemented uniformly in all locations in that contract.

We are pleased and honored to provide the food services at CIA Headquarters and are dedicated to providing the best quality food and service at an optimum price.

3055 Prosperity Avenue • Fairfax, Virginia 22031-2290 • (703) 849-9300

STAT

To

-2-

March 13, 1986

I hope that I have responded adequately to your questions with regard to coffee prices. If I can be of any help in any way, please call me at 488-7279.

Sincerely,

GUEST SERVICES, INC.



Harold E. Jackson  
Area Manager

HEJ:jin

Enclosure

JANUARY  
1986

| BREAKFAST ITEMS           | GSA     | U.S. COURTS<br>SERV. AMERICA | LIBRARY<br>OF CONGRESS<br>ARA | HEALTH AND<br>HUMAN SERV.<br>FRESHIE | FOB 9<br>CANTEEN | U.S.<br>POST OFFICE<br>ARA | FORRESTAL<br>SERV. AMERICA | FAA<br>SERV. AMERICA | DOT<br>OGDEN | U.S. TREASURY<br>MARRIOTT | FOB 6<br>BLINDLAND |  |  |
|---------------------------|---------|------------------------------|-------------------------------|--------------------------------------|------------------|----------------------------|----------------------------|----------------------|--------------|---------------------------|--------------------|--|--|
| BACON, SLICE              | 35      | 35                           | 37                            | 35                                   | 35               |                            | 45                         | 35                   | 45           | 25                        |                    |  |  |
| SAUSAGE                   | 50      | 50                           | 53                            | 50                                   | 40/65            |                            | 55                         | 50                   | 55           | 30/50                     |                    |  |  |
| EGG, ONE                  | 40      | 40                           | 37                            | 40                                   | 35               |                            | 45                         | 40                   | 45           | 40                        |                    |  |  |
| HAM                       | 120     |                              |                               |                                      | 80               |                            |                            | 130                  |              | 1.00/1.25                 |                    |  |  |
| HOT CAKE/FR TOAST         | 35      | 75                           |                               | 30                                   | 35               |                            |                            | 40                   |              |                           |                    |  |  |
| OMELETTE                  | 120/130 |                              | 140                           | 125/150                              |                  |                            | 45                         | 40                   |              |                           |                    |  |  |
| ORANGE JUICE SM. 8oz      | 55      | 75                           | 72                            | 65                                   | 40/40            |                            | 195                        | 80                   | 45           | 45                        | 185                |  |  |
| LG. 16oz                  | 110     | 150                          | 96                            | 85                                   |                  |                            | 80                         | 55                   |              | 80                        | 60                 |  |  |
| COFFEE SM 8oz             | 45      | 85                           | 87                            | 50                                   | 35               | 80                         | 110                        | 110                  | 45           | 35                        | 40                 |  |  |
| LG. 16oz                  | 65      | 105                          | 67                            | 75                                   | 1                | 130                        | 40                         | 60                   | 37           | 35                        | 120/45             |  |  |
| MILK                      | 45      | 55                           | 49                            | 45                                   | 40/80            | 15                         | 55                         | 45                   | 46           | 35                        |                    |  |  |
| DANISH                    | 75      | 75                           | 72                            | 70                                   | 55               |                            | 60                         | 75                   | 55           | 60                        |                    |  |  |
| DONUT                     | 35      | 40                           | 49                            | 45                                   | 40               |                            | 45                         | 45                   | 40           | 35                        |                    |  |  |
| TOAST SLICE               | 60      |                              | 49                            | 45                                   | 15               |                            | 45                         | 45                   | 40           | 35                        |                    |  |  |
| ENGLISH MUFFIN            | 60      |                              |                               | 40                                   | 40               |                            | 35                         | 45                   | 55           | 35                        |                    |  |  |
| BISCUIT                   | 80      | 40                           | 37                            | 85                                   |                  |                            | 35                         |                      | 55           | 35                        |                    |  |  |
| ROLL                      | 80      |                              |                               | 85                                   |                  |                            |                            | 40                   | 45           | 30/40                     |                    |  |  |
| MUFFIN                    | 42      | 35                           |                               | 45                                   | 30               |                            |                            |                      | 30           |                           |                    |  |  |
| BAGEL                     | 35      | 75                           | 54                            | 45                                   | 35               |                            | 45                         | 45                   |              | 35                        |                    |  |  |
| CEREAL HOT/COLD           | 30      | 50                           |                               | 35/35                                | 50/75            | 45                         |                            |                      | 55/95        | 40/50                     |                    |  |  |
| CROISSANT                 | 75      |                              | 98                            | 70                                   | 40               | 30                         | 60                         |                      | 50/45        | 30                        |                    |  |  |
| SANDWICHES                |         |                              |                               |                                      |                  | 80                         |                            |                      |              |                           |                    |  |  |
| HAMBURGER                 | 135     |                              | 142                           | 150                                  | 120              | 125                        | 145                        | 135                  | 150          |                           | 42                 |  |  |
| CHEESEBURGER              | 155     |                              | 156                           | 165                                  | 140              | 145                        | 175                        | 160                  | 165          |                           | 165                |  |  |
| SUPER OOG                 | 20      | 120                          |                               |                                      |                  | 35                         |                            |                      |              |                           |                    |  |  |
| HALF SMOKE                | 120     | 140                          |                               |                                      | 1.15             |                            |                            |                      |              |                           |                    |  |  |
| SAUSAGE, KNOCKWURST, etc. | 120     |                              | 159                           |                                      |                  |                            |                            |                      | 140          |                           | 145                |  |  |
| HOT DOG                   | 75      |                              | 85                            |                                      | 75               |                            |                            |                      | 150          |                           | 150                |  |  |
| GRILLED CHEESE            | 125     |                              | 21                            |                                      | 65               |                            |                            |                      | 100          |                           | 80                 |  |  |
| STEAK SUB                 | 195/70  | 205                          | 170                           | 195                                  | 190              | 110                        |                            | 110                  | 135          |                           |                    |  |  |
| TOAST BEEF                | 175     | 185                          | 155/242 club                  | 195                                  | 30/22            | 140                        | 231                        | 175                  | 207          |                           | 145                |  |  |
| HAM                       | 175     | 185                          | 155/242                       | 195                                  | 30/22            |                            |                            |                      | 207          |                           | 145                |  |  |
| TURKEY                    | 175     | 185                          | 165                           | 195                                  | 30/22            |                            |                            |                      | 207          |                           | 145                |  |  |
| CHICKEN SALAD             | 145     | 140                          | 192                           | 150                                  |                  | 195                        | 160                        |                      | 207          |                           | 145                |  |  |
| CHINA SALAD               | 145     | 140                          | 192                           | 150                                  |                  |                            |                            |                      | 207          |                           | 145                |  |  |
| COLD CUTS                 | 145     | 140                          | 192                           | 150                                  |                  |                            |                            |                      | 207          |                           | 145                |  |  |
| FISH                      | 165     | 160                          | 154                           | 175                                  | 140              | 150                        | 205                        |                      | 207          |                           | 145                |  |  |
| REUBEN                    | 185     |                              |                               | 185                                  |                  | 190                        |                            | 175                  | 207          |                           | 145                |  |  |
| CON, LETTUCE, TOMATO      | 143     |                              | 187                           | 185                                  |                  |                            | 190                        |                      | 207          |                           | 145                |  |  |

|                        | 1     | 2                           | 3                             | 4                                   | 5                | 6                        | 7                         | 8                   | 9            | 10                        | 11                  | 12 | 13 |
|------------------------|-------|-----------------------------|-------------------------------|-------------------------------------|------------------|--------------------------|---------------------------|---------------------|--------------|---------------------------|---------------------|----|----|
|                        | GSA   | U.S. COURTS<br>SERV AMERICA | LIBRARY<br>OF CONGRESS<br>ARA | HEALTH AND<br>HUMAN SERV<br>FRESHIE | FOB 9<br>CANTEEN | US<br>POST OFFICE<br>ARA | FORRESTAL<br>SERV AMERICA | FAA<br>SERV AMERICA | DOT<br>OGDEN | U.S. TREASURY<br>MARRIOTT | FOB 6<br>BLINDSTAND |    |    |
| SOUPS                  |       |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| CUP                    | +     | 65                          | 67                            | 50                                  | 55               | 60                       |                           |                     |              | 40                        |                     |    |    |
| BOWL                   | 70    |                             | 85                            | 70                                  | 65               | 85                       |                           |                     | 95           | 40/50                     |                     |    |    |
| CRACKERS               | 08    | 05                          |                               |                                     | 03               |                          |                           |                     |              |                           |                     |    |    |
| ENTREES                |       |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| FRIED CHICKEN 2 PCS.   | 165   |                             |                               |                                     | 160              | 170                      | 195                       |                     | 165          | 135                       | 165                 |    |    |
| BEEF STEW              | 160   |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| LIVER WITH BACON       | 160   | 170                         |                               |                                     | 165              | 170                      | 185                       | 145                 | 165          | 155                       |                     |    |    |
| CHILI                  | 110   |                             |                               |                                     |                  |                          |                           |                     |              | 155                       | 120                 |    |    |
| LASAGNE                | 165   |                             | 159                           |                                     |                  | 180                      |                           | 195                 | 165          | 185                       |                     |    |    |
| SPAGHETTI W/MEAT BALLS | 160   |                             | 159                           | 165                                 |                  | 180                      | 225                       |                     |              | 160                       |                     |    |    |
| SWISS STEAK            | 225   |                             |                               |                                     |                  | 185                      | 195                       |                     |              | 185                       |                     |    |    |
| QUICHE                 | 160   | 160                         | 195                           |                                     |                  | 165                      |                           | 75                  |              | 155                       |                     |    |    |
| FRIED FISH             | 150   |                             |                               |                                     | 155              | 210                      | 175                       | 175                 | 175          | 185                       |                     |    |    |
| BAKED FISH             | 160   |                             |                               |                                     | 155              | 170                      |                           |                     | 175          |                           |                     |    |    |
| PORK CHOP              | 190   | 220                         | 188                           | 195                                 | 155              |                          |                           |                     |              |                           | 188                 |    |    |
| FRIED SHRIMP           | 250   |                             | 208                           |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| TURKEY DRESSING        | 180   |                             | 152                           |                                     | 155              |                          |                           |                     | 175          |                           |                     |    |    |
| VEAL PARMESAN          | 165   |                             |                               | 170                                 |                  | 180                      |                           | 165                 |              | 170                       |                     |    |    |
| BURRITOS (2)           | 185   |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| TACOS (2)              | 205   |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| ROAST BEEF W/GRavy     | 180   | 225                         |                               |                                     |                  | 175                      |                           |                     |              |                           |                     |    |    |
| PIZZA SIZE, KIND       |       |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| DESSERTS               |       |                             |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |
| PIE                    | 70-90 | 75                          | 78                            | 75                                  | 80               | 80                       | 90                        | 75                  | 80           | 80                        |                     |    |    |
| FRUIT CUP              | 60    |                             |                               | 40                                  | 40               |                          | 65                        | 65                  |              | 45                        |                     |    |    |
| CHEESECAKE             | 110   |                             | 120                           |                                     |                  | 95                       | 120                       | 120                 |              | 75/80                     |                     |    |    |
| LAYER CAKE             | 80    | 75                          | 114                           | 75                                  | 70               | 80                       | 90                        | 70                  | 70           | 70                        |                     |    |    |
| APPLE ORANGE PEAR      | 45    |                             |                               |                                     | 40               |                          |                           |                     | 40           |                           |                     |    |    |
| MELON                  | 80    |                             | 93                            |                                     |                  |                          |                           |                     |              | 100                       |                     |    |    |
| GRAPEFRUIT 1/2         | 55    |                             |                               |                                     | 45               |                          |                           |                     | 45           | 45                        |                     |    |    |
| PUDDING BAKED CUSTARD  | 55    | 50                          | 94/24                         |                                     | 50               | 95                       |                           | 60                  | 50           | 45                        |                     |    |    |
| STRAWBERRIES           | 75    |                             |                               |                                     |                  |                          |                           |                     |              | 65                        |                     |    |    |
| BROWNIE                |       | 80                          | 79                            |                                     | 60               |                          |                           |                     |              | 55                        |                     |    |    |
| BUTTER/MARGARINE       | 05    | 05                          |                               |                                     | 05               |                          | 05                        | 05                  |              | 03                        |                     |    |    |
| EGG                    | 10    | 05                          |                               |                                     |                  |                          |                           |                     |              |                           |                     |    |    |

|                        | GSA  | U.S. COURTS<br>SERV. AMERICA | LIBRARY<br>OF CONGRESS<br>ARA | HEALTH AND<br>HUMAN SERV.<br>FRESHIE | FOB 9<br>CANTEEN | U.S.<br>POST OFFICE<br>ARA | FORRESTAL<br>SERV. AMERICA | FAA<br>SERV. AMERICA | DOT<br>OGDEN | U.S. TREASURY<br>MARRIOTT | FOB 6<br>KLINDSTAND |
|------------------------|------|------------------------------|-------------------------------|--------------------------------------|------------------|----------------------------|----------------------------|----------------------|--------------|---------------------------|---------------------|
| BARBECUED BEEF         | 180  |                              | 199                           |                                      |                  |                            |                            |                      |              |                           |                     |
| BARBECUED PORK         | 180  |                              | 199                           |                                      |                  |                            |                            |                      |              |                           |                     |
| SALADS                 |      |                              |                               |                                      |                  |                            |                            |                      |              |                           |                     |
| COLE SLAW              | 50   | 35                           | 59                            | 45                                   |                  | 45                         |                            | 45                   |              | 35                        | 59                  |
| COTTAGE CHEESE         | 50   | 50                           | 64                            | 45                                   |                  | 95                         | 1.10                       | 50                   |              | 40/50                     | 69                  |
| TOSSED SALAD           | 65   | 55                           | 1.24                          |                                      | w/fruit .65      | 85                         | 95                         |                      | w/fruit 45   |                           |                     |
| POTATO                 | 50   | 55                           |                               | 55                                   | 70               |                            | 95                         |                      | 50           | 50                        |                     |
| GELATIN                | 50   | 50                           |                               | 40/50                                |                  |                            |                            | 50                   |              | 45                        |                     |
| SALAD BAR              | 2.49 | 2.22                         | 2.08                          | 2.22/oz                              | .60              | 5.80                       | 1.90                       |                      |              | 1.25                      | 2.00                |
| TOPPING                | 25   |                              |                               |                                      | .20/oz           | 2.75                       | 1.90                       |                      |              |                           |                     |
| YOGURT SOFT PACK (8oz) | 70   | 70                           |                               | 70                                   | 80               |                            | 1.80                       | 70                   |              |                           |                     |
| YOGURT, FROZEN         | 85   |                              |                               |                                      |                  |                            |                            |                      |              |                           |                     |
| VEGETABLES             |      |                              |                               |                                      |                  |                            |                            |                      |              |                           |                     |
| GREENS                 | 55   | 55                           |                               |                                      | 55               | 45                         |                            | 55                   | 60           | 40                        |                     |
| PEAS                   | 55   | 55                           |                               | 50                                   | 55               | 45                         |                            | 55                   | 60           | 40                        |                     |
| HASHED BROWNS          | 55   | 55                           | 47                            | 50                                   | 55               | 55                         | 67                         | 55                   | 60           | 40                        |                     |
| MASHED POTATOES        | 55   | 55                           |                               | 50                                   | 55               | 55                         |                            | 55                   | 50           | 30                        | 52                  |
| FRENCH FRIES           | 55   | 55                           |                               | 50                                   | 55               | 55                         |                            | 55                   | 60           | 40                        |                     |
| BROCCOLI SPEARS        | 55   | 55                           | 49                            | 60                                   | 70               | 55                         |                            | 60                   | 65           |                           | 54                  |
| CARROTS                | 55   | 55                           |                               |                                      |                  | 55                         | 80                         | 55                   |              | 55                        | 67                  |
| RICE                   | 55   | 55                           |                               |                                      | 55               | 55                         |                            | 55                   | 60           | 40                        |                     |
| FR FR ONION RINGS      | 55   | 55                           |                               | 60                                   | 55               | 55                         | 60                         | 55                   | 60           | 40                        |                     |
| CORN                   | 55   | 55                           | 54                            | 70                                   | 70               | 55                         |                            | 70                   |              |                           | 55                  |
| GREEN BEANS            | 55   | 55                           |                               | 80                                   | 55               | 55                         | 80                         | 55                   | 60           | 40                        |                     |
| CARBONATED BEV.        |      |                              |                               |                                      |                  |                            |                            |                      |              |                           |                     |
| 12 OZ.                 | 45   | 3.42                         | 47                            | 40                                   | 45               | 1.50                       | 85                         | 85                   | 55           | 35                        | 50                  |
| 16 OZ.                 | 55   | 4.14                         | 59                            | 50                                   | 55               | 1.60                       | 1.00                       | 100                  | 65           | 45                        | 60                  |
| 20 OZ.                 | 65   | 5.14                         |                               | 60                                   | 65               |                            | 1.25                       | 135                  | 90           | 54                        | 70                  |